

Message Text

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TAGS: AFSI SZ
SUBJ: FSI: COMMERCIAL LOCALS U S TRAINING PROGRAM

REF: STATE 293289

1. EMBASSY BERN NOMINATES FSL-2 WERNER EDWIN WIEDMER FOR PARTICIPATION IN SIX WEEK TRAINING PROGRAM BEGINNING MAR 7, 1977. WIEDMER BORN AT ST GALLEN, SWITZERLAND, JUN 6, 1944 AND IS FLUENT IN ENGLISH. WIEDMER IS ONLY NOMINEE FOR SWITZERLAND.

2. WIEDMER HAS SERVED WITH EMBASSY COMMERCIAL SECTION FOR MORE THAN 8 YEARS. HE GRADUATED FROM THE COLE SUPERIEURE DE COMMERCE AT NEUCHATEL, SWITZERLAND IN 1965. DURING 1971-72 HE STUDIED ECONOMICS EVENINGS AT BERN UNVIERSITY. WIEDMER STUDIED APPLIED CHEMISTRY AT FRIBOURG UNIVERSITY EVENINGS AND SATURDAYS WINTER SEMESTER 1975/76. BEFORE JOING EMBASSY, WIEDMER HELD SUPERVISORY POSITION AT SWISS SOCIAL SECURITY AGENCY AND COMPLETED BASIC MILITARY TRAINING WITH PROMOTION TO SERGEANT. IN 1971 HE ATTENDED ONE-WEEK COMMERCE TRAINING SEMINAR IN ROME.

3. ALL FSL COMMERCIAL SPECIALISTS AT EMBASSY ARE ASSIGNED DUTIES ALONG INDUSTRY/OMMODITY LINES.
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WIEDMER'S INCLUDE LAB AND PROCESS CONTROL INSTRUMENTATION; ENVIRONMENTAL CONTROL; MACHINE TOOLS; SECURITY EQUIPMENT; CONSTRUCTION (INCLUDING HEATING, REFRIGERATION, AND AIR CONDITIONING); EDUCATIONAL EQUIPMENT; PRINTING AND PUBLISHING; FOOD SERVICE EQUIPMENT; PACKAGING AND MATERIALS HANDLING; AND VISIT-USA PROMOTION. WIEDEMER'S

DUEITES HAVE ROUTINGLY INCLUDED COUNSELLING AND ASSISTING U S AND LOCAL BUSINESSMEN, COLLECTING AND REPORTING DATA, MAINTAINING OFFICIAL AND PRIVATE CONTACTS, AND PERFORMING MARKET RESEARCH. HE IS A FORMER AND CURRENT CCP CAMPAIGN MANAGER WITH RESPONSIBILITY FOR BOTH POLLUTION CONTROL EQUIPMENT AND PROCESS CONTROL INSTRUMENTATION IN FY 77. IN FY 76 HE ORGANIZED FOREIGN BUYER TRIPS TO U S IN FIELDS OF SECURITY SYSTEMS AND MACHINE TOOLS.

4. FIRMS/INDUSTRIES OF SPECIAL INTEREST INCLUDE:
BECKMAN INSTRUMENTS, VAIRAN, TECHNICON, UNION CARBIDE, TELEDYNE, FISHER & PORTER (PROCESS CONTROL INSTRUMENTS), FOXBORO (PROCESS CONTROL, DIGITAL EQUIPMENT CORP. (PROGRAMMABLE CONTROLLERS), MOTOROLA COMMUNICATIONS DIVISION (SECURITY), TEXAS INSTRUMENTS (PROGRAMMABLE CONTROLLERS), BULLARD CO (AUTOMATIC MACHINE TOOLS), PRATT & WHITNEY MACHINE TOOL DIV OF COLT INDUSTRIES, GORTON DIV OF KEARNEY & TRECKER CORP (MACHINING CENTERS), AUTOMATION & MEASUREMENT DIV OF BENDIX CORP (MACHINE TOOLS AND CONTROLS). WHILE IN USDOC MR WIEDMER SHOULD HAVE OPPORTUNITY CONSULT WITH USTS.

5. CITIES OF SPECIAL INTEREST ARE: SAN FRANCISCO FOR ANALYTIC INSTRUMENTS AND CONTROLS; HOUSTON FOR ELECTRONIC PROCESS CONTROLS AND SECURITY SYSTEMS; HARTFORD FOR MACHINE TOOL INDUSTRY; AND BOSTON FOR CONTROLS, ANALYTICAL INSTRUMENTS AND MACHINE TOLLS.

6. WE BELIEVE WIEDMER'S EIGHT YEARS EXPERIENCE AT
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DEMANDING LEVELS OF RESPONSIBILITY IN THE COMMERCIAL SECTION AND HIS PROVEN PRODUCTIVITY MAKE HIM A PRIME CANDIDATE FOR FSI PROGRAM.
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